

Memorandum

To: Panel Members Date: February 27, 2003

From: Ron Tagami, Manager Analyst: S. Lipkin
Peter DeMauro, General Counsel

Subject: One-Step Agreement for **United Computer College, Inc., d.b.a. United Education and Computer College (SET)**
(www.ueccca.org)

CONTRACTOR:

- Multiple Employer: Training Agency
- Training Project Profile: Job Creation: Training of Unemployed Workers
Retraining: Companies with Out-of State Competition
SET-Workers who are Small Business Owners
- Legislative Priorities: Displaced/Potentially displaced worker
Locating into or expansion within California
Moving to a High Performance Workplace
- Type of Industry: Various Industries
- Repeat Contractor: Yes
- Union Representation: No
- Name and Local Number of Union representing workers to be Trained: None of the core group of employers is represented by collective bargaining agreement.

CONTRACT:

- Program Costs: \$268,500
- Substantial Contribution: \$0
- Multiple Employer Support (8%) \$17,950
- Total ETP Funding: \$286,450
- In-Kind Contribution: \$181,395
- Maximum Contractor Charge: 0 per trainee
- Reimbursement Method: Fixed-Fee
- County(ies) Served: Statewide
- Duration of Agreement: 24 months

THIRD PARTY SERVICES:

Consultant services have not and will not be used.

ACTIVE PROJECTS:

This is the second project between United Education and Computer College and the Employment Training Panel. The following are current project statistics:

Agreement No.	Term	Agreement Amount	Number To be Retained	Number Enrolled	Number Completed Training	Number Hired (Complete for new hires only)	Number retained for 90 days
ET02-0219	12/24/01-12/23/03	\$75,060	70	59	43		*15

* By 1/30/03, 43 trainees will have completed the 90-day retention period. Contractor expects that 58 trainees will be retained (83%).

NARRATIVE:

United Education and Computer College (UECC), located in Los Angeles, was founded in 1989 by the current school director, Mr. Ho Sung Yoon, as a computer training school. It has been granted institutional approval from the Bureau of Private Postsecondary and Vocational Education and by the Department of Veterans Affairs. To expand the range of opportunities for conducting quality job training toward professional objectives, the school obtained federal authorization from the Immigration and Naturalization Services to enroll foreign students in 1990. In 1992, it began to offer English as a Second Language courses, including Test of English as a Foreign Language preparatory courses, to meet the needs of new immigrants and foreign students in English language education. In March 2002 it began offering a degree in Associate of Occupational Studies in Accounting. UECC is authorized to train eligible participants from the County and City of Los Angeles Workforce Investment Board (WIB) programs, Welfare to Work, and Rehabilitation programs. It also serves international and other fee-paying students. The school currently has eight full-time employees.

UECC will utilize Special Employment Training (SET) funds for 100 trainees under Title 22 California Code of Regulations Section 4409(b) (1) (a) supporting small business training in business management and related skills for owners to enhance the competitive position of businesses with at least one, but fewer than ten, full-time employees. These businesses must be registered with the Employment Development Department, and must have paid unemployment insurance taxes for at least six months prior to contract development. UECC will also utilize regular funds for 75 retrainees under Title 22 California Code of Regulations Section 4416 (a) and/or (b) who meet the out-of-state competition requirement, and 30 new hire trainees under Title 22 California Code of Regulations Section 4414 (a) (1) who are unemployment insurance recipients or individuals who have exhausted their unemployment insurance benefits within the last 24 months.

NARRATIVE: (continued)

Business Skills for small business owners will include small business training for Business Management, Bookkeeping, Tax Information, and either QuickBooks or Peachtree software. This curriculum has been designed specifically for small business owners to allow them to improve their business operations through computer usage with modern financial operations. After training they will be equipped to run a company in an efficient manner on a daily basis. Participating employers are business owners who represent a broad spectrum of industries including manufacturing, medical and dental, financial, food service, retail, wholesale, personal services, and construction.

Computer Skills: Retrainees will learn the Windows system which includes Word, Excel, Powerpoint, and Access. After training, they will become proficient in this software, demonstrating a competent level using a computer. New hires will also receive instruction in the Windows system. After training they will be able to work as a technician in computerized accounting with the ability to use QuickBooks, payroll methods, tax calculations, general ledgers and bank reconciliations. They will then be able to apply their accounting skills to an integrated accounting system.

Training for small business owners and new hires will be conducted at the Contractor's premises and training for retrainees will be conducted at the participating employer's worksite.

Employer Demand

Small Business Owners Training: The Contractor's marketing plan to recruit qualified participants was three-fold, utilizing an "informal survey" approach. First, UECC contacted employers that were referred by students, graduates, and associates. Second, UECC staff attended meetings conducted by business associations for small business owners and manufacturing industries. Third, the staff adapted "cold-calling" methods to contact potential participants that were selected from business directories. Survey questionnaires were also sent out.

During the marketing process, UECC found that many of the companies have similar training needs: business management skills, accounting skills, financial planning, bookkeeping, business tax preparation, and accounting software. Staff ultimately created a curriculum based on the interviews and surveys. All initiatives for new curriculum development must be submitted to the Director who conducts a preliminary meeting with the management team. If the curriculum is accepted by the management team, the new curriculum is presented to the advisory board which is comprised of UECC faculty and staff. The advisory board then reviews the new curriculum and makes suggestions and comments to customize the training.

The curriculum was designed for class/lab training and will be a combination of lecture and hands-on lab practice for comprehensive skills acquisition and reinforcement of learning. UECC staff discussed the training proposal with each potential participant and agreed on the proposed courses. In addition, while owners were interested in training to effectively operate and manage their businesses, the majority were concerned that they did not have the time to set aside for training during work hours. Consequently, an after-hours schedule was created to accommodate the owners.

NARRATIVE: (continued)

Retraining: UECC marketed the ETP-funded training by attending meetings conducted by business associations such as the Korean American Garment Industry Association; the Korean American Business Association; and the Korean American CPA society. The Contractor also used the "cold-calling" methods it has applied earlier to contact potential employers. UECC shares its catalog of approved courses with participating companies to evaluate, and once the companies do an assessment for training, UECC will determine if the companies' needs can be met by the Contractor. If so, then a UECC representative meets with the participating employer to create a customized curriculum. The curriculum is designed for class/lab training and will be a combination of lecture and hands-on lab practice to acquire skills and reinforce the learning process.

New Hire Training: The marketing for New Hire training is accomplished in much the same way: UECC is in constant contact with many business associations in Los Angeles as well as receiving referrals from graduates and associates of the school. UECC has been training and placing unemployed individuals for more than a decade and has established a network of companies that contact the school on a regular basis in search of trainees prepared to enter the workforce. Based on demand in the labor market and UECC's years of experience, the Computerized Accounting curriculum was submitted to the Contractor's network of potential participating employers for their evaluation and input. Potential employers responded with proposed changes that have helped to shape the curriculum to prepare candidates to acquire the skills that participating companies needed.

To measure the effectiveness of the training, UECC staff will solicit feedback from participants as well as the school's academic department. Participants will complete the "UECC Student Survey" for instructor and course evaluation at the end of each subject throughout the course. From these surveys, staff will assess the effectiveness of instructional methods and quality of the curriculum and educational materials. UECC's academic coordinator will conduct the "Instructor's Classroom Evaluation" at the completion of training to measure the instructor's overall performance.

Justification of High Cost

The Contractor is requesting a cost per trainee of \$3,990 for 30 new hire trainees. This is based on the fixed-fee rate of \$15.00 per training hour multiplied by the number of training hours (250) with an additional eight percent allowable costs to support recruitment of trainees and employers. The 250-hour curriculum is directly related to the complexity of the work and the amount of instruction needed to prepare to work as a Computerized Accounting Technician coupled with the fact that most trainees have little or no background or experience in this work. Training is a combination of classroom and laboratory training learning accounting principles including equations, general and special journals, and general ledgers on software such as QuickBooks.

UECC is seeking funding for new hire training that will result in wages at placement and retention which average between \$10.00-\$12.00 per hour. After training, graduates will have the potential to earn even higher wages. Based on a recent study done for the last two years of placements, the Contractor has documented that trainees are awarded raises during the first three years of employment after training. Incremental increases of approximately 10 percent per year bring trainees' wages up to \$14.00-\$16.00 per hour after three years.

NARRATIVE: (continued)

Supplemental Nature of Training

Companies participating in the retraining component of this proposal do not have a formal training program. Training occurs only when a new procedure or policy is implemented or when a new government policy or regulation requires it. Most often training for the participating employers is done in a limited amount of time for the basics to be learned so that workers will have the minimum skills to do their jobs. Training is done on an as-needed basis and is performed by supervisors or managers within the participating company. There has been no formal training program to date. The proposed training provides an experienced instructor who trains in a comprehensive, systematic and organized way.

In-Kind Contribution

The employer contribution for retrainees totals \$82,935 which includes wages and benefits paid to trainees while in training. The employer contribution for new hires totals \$11,916 which includes the cost of training during the first three months of employment including orientation training and on-the-job training. The employer contribution for small businesses totals \$86,544 which includes a loss of net profit while owners are attending training. The total in-kind contribution is \$181,395.

COMMENTS:

Classes will be comprised of 100% ETP trainees.

PROPOSED ACTION:

Staff recommends that the Panel approve the One-Step Agreement if funding is available and the project meets the Panel priorities, based on UECC's stated need for each of its participating employers to gain the skills needed to enhance their company's ability to stay in business, remain competitive and to grow in the California economy.

TRAINING PLAN:

Grp/Trainee Type	Types of Training	No. Retain	No. Class/Lab Videocnf. Hrs	No. CBT Hrs	No. SOST Hrs.	Cost per Trainee	Hourly Wage after 90 days
Job Number 1 Small business owners	Business Skills	100	75	0	0	\$1,042	NA
Job Number 2 Retrainees	Computer Skills	75	60	0	0	\$834	*\$10.99-\$29.09
Job Number 3 New Hires	Computer Skills	30	250	0	0	\$3,990	*\$9.16-\$18.00
					<u>Range of Hourly Wages</u> *\$9.16-\$29.09		
					<u>Prevalent Hourly Wage</u> \$15.44		
					<u>Average Cost per Trainee</u> \$1,397		
<u>Health Benefit used to meet ETP minimum wage:</u> Health benefits may be added to the calculation of the trainee's wage to meet the minimum hourly wage requirement after retention for the following counties: Los Angeles - \$9.93 (new hires) / \$11.92 (retrainees) Orange - \$9.79 (new hires) / \$11.74 (retrainees) Ventura - \$9.16 (new hires) / \$10.99 (retrainees)					<u>Turnover Rate</u> Shall not exceed 20% annually	<u>% of Mgrs & Supervisors to be trained:</u> NA	

Job #1 Training Curriculum

Small Business Owners

Hours

Class/Lab

75

BUSINESS SKILLS

- **Business Management:**
 - Budget and Cash flow Management:
 - A tool to aid decision-making
 - Profit planning--- The framework of budgeting and capital budgeting
 - How well the business is doing---statement of cash flow
 - Pension and Employee Benefits:
 - Keogh plan, 401(K) plan, self-employed retirement plan and simplified employee pension (SEP) plan
 - Insurance:
 - Accident and health benefits, group term insurance and medical premiums of self-employed
- **Bookkeeping:**
 - Equations, General Journal, General Ledger, Special Journals, The Work Sheet, Financial Statements, Closing the Books, Merchandising Accounts, Depreciation, Bank Reconciliation, Handling Petty Cash, Partnerships, Corporation, Bookkeeping and the Computer
- **Various Business Tax Information and Preparation:**
 - Sales tax, city business tax and payroll taxes---employer and employee's rights and benefits
- **QuickBooks or Peachtree:**
 - Quickbooks Pro, Sales and Receivables, Payables and Purchases, General Accounting and End-of-period Procedures, Payroll, Computerizing a manual Accounting System

Total Class/Lab Hours: 75

Job #2 Training Curriculum

Retrainee

Hours

Class/Lab

COMPUTER SKILLS

60

- Windows Operating System:
 1. MS-WINDOWS
 2. Graphical user interface
 3. Interaction between user and computer
- MS Word:
 1. Manipulating text with authority
 2. Adding value with graphics and objects
 3. Clarifying concepts with tables, charts, and diagrams
 4. Designing pages for maximum visual impact
 5. Publishing long documents
 6. Taking advantage of web and networking features
 7. Collaborating on team projects
 8. Mastering advanced data functions
 9. Optimizing productivity
- MS Excel:
 1. Examining the Excel environment
 2. Building worksheets
 3. Formatting and editing worksheets
 4. Adding graphics and printing
 5. Creating formulas and performing data analysis
 6. Collaboration and the internet
 7. Integrating Excel with other applications
 8. Creating charts
 9. Managing databases and lists
 10. Working with visual basic and macros
- MS PowerPoint:
 1. Creating a presentation
 2. Working with a presentation
 3. Printing a presentation
 4. Outlining your ideas
 5. Adding and modifying slide text
 6. Applying and modifying design templates
 7. Viewing and changing presentation colors
 8. Drawing and modifying shapes
 9. Inserting information into PowerPoint
 10. Setting up and delivering a slide show
 11. Creating a multimedia presentation
 12. Creating a web presentation
 13. Reviewing and sharing a presentation
 14. Customizing PowerPoint
- MS Access:
 1. Access fundamentals
 2. Forms and reports
 3. Queries and record sets
 4. Customizing Access
 5. Importing and exporting data
 6. Advanced Access techniques

Total Class Hours: 60

Job #3 Training Curriculum

New Hire

Hours

Class/Lab **COMPUTER SKILLS**

250

COMPUTERIZED ACCOUNTING

- Windows Operating System:
Navigating Windows, Working with “My Computer”, Windows Explorer, Managing Files, Folders and Floppy Disks, Using Windows Accessories, Customizing Desktop, Customizing Windows, Maintaining the Computer, Internet Explorer.
- Bookkeeping:
Equations, General Journal, General Ledger, Special Journals, The Work Sheet, Financial Statements, Closing the Books, Merchandising Accounts, Depreciation, Bank Reconciliation, Handling Petty Cash, Partnerships, Corporations, Bookkeeping and the Computer
- QuickBooks:
Quickbooks Pro, Sales and Receivables, Payables and Purchases, General Accounting and End-of-period Procedures, Payroll, Computerizing a Manual Accounting System
- Various Business Tax Information and Preparation:
Sales tax, city business tax and payroll taxes

Total Class/Lab Hours: 250

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

Contractor's Name: United Education and Computer College

CCG No.: ET03-0260

Reference No: 03-0171

Page 1 of 5

New Hires

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PRINT OR TYPE

Company: Ameriserv Plumbing

Address: 2369 Colorado Blvd., #202

City, State, Zip: Eagle Rock, CA 90041

Contact Person/Title: Anna Park

Telephone No.: (323) 258-4404

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 1+

Total # of full-time company employees worldwide: 9

Company: Crenshaw Auto Repair

Address: 3699 Crenshaw Blvd.

City, State, Zip: Los Angeles, CA 90016

Contact Person/Title: Eung Park, Owner

Telephone No.: (323) 290-0034

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 9

Company: Edward Lee Accounting Co.

Address: 4022 West Olympic Blvd.

City, State, Zip: Los Angeles, Ca 90019

Contact Person/Title: Edward H. Lee, Owner

Telephone No.: (323) 935-8733

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1+

Total # of full-time company employees worldwide: 3

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

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Page 2 of 5

New Hires

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PRINT OR TYPE

Company: Fiesta Fashion

Address: 1100 S. Wall Street #108

City, State, Zip: Los Angeles, CA 90015

Contact Person/Title: Myung Joon Kim, Owner

Telephone No.: (213)748-5775

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 8

Company: Hamilton Tourist Hotel

Address: 3160 West 8th Street

City, State, Zip: Los Angeles, CA 90005

Contact Person/Title: Chun J. Park, Owner

Telephone No.: (213) 384-7768

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 6

Company: Hwan Jin Lee CPA Office

Address: 658 South Bronson Avenue

City, State, Zip: Los Angeles, Ca 90005

Contact Person/Title: Hwan Jin Lee, Owner

Telephone No.: (213) 380-5000

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 1

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

Contractor's Name: United Education and Computer College

CCG No.: ET03-0260

Reference No: 03-0171

Page 3 of 5

New Hires

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PRINT OR TYPE

Company: Imageland Business Systems dba Crown Business systems

Address: 930 South LaBrea Avenue

City, State, Zip: Los Angeles, CA 90036

Contact Person/Title: Kun S. Lim

Telephone No.: (323) 937-5600

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1+

Total # of full-time company employees worldwide: 4

Company: Perfect Dental Lab

Address: 3670 Wilshire Blvd., #325

City, State, Zip: Los Angeles, CA 90010

Contact Person/Title: Jin Hun Kong, Owner

Telephone No.: (213) 381-1819

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 1

Company: Pert Construction Co., Inc.

Address: 4566 West Washington Blvd.

City, State, Zip: Los Angeles, CA 90016

Contact Person/Title: Kee Shinn, President

Telephone No.: (323) 525-1770

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1+

Total # of full-time company employees worldwide: 5

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

Contractor's Name: United Education and Computer College

CCG No.: ET03-0260

Reference No: 03-0171

Page 4 of 5

New Hires

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PRINT OR TYPE

Company: Professional Mortgage Corporation

Address: 17800 Castleton Street, #488

City, State, Zip: City of Industry, CA 91748

Contact Person/Title: Young Chang

Telephone No.: (626) 964-4040

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 1+

Total # of full-time company employees worldwide: 8

Company: Sun Princess Skin Care/Sun Princess Cosmetics, Inc.

Address: 2221 West Olympic Blvd.

City, State, Zip: Los Angeles, CA 90006

Contact Person/Title: Lola Lisa Park, President

Telephone No.: (213) 381-7577

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1+

Total # of full-time company employees worldwide: 5

Company: Travel Landing USA

Address: 3670 Wilshire Blvd., #103

City, State, Zip: Los Angeles, CA 90010

Contact Person/Title: James Wang, President

Telephone No.: (213) 637-2662

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1+

Total # of full-time company employees worldwide: 4

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

Contractor's Name: United Education and Computer College

CCG No.: ET03-0260

Reference No: 03-0171

Page 5 of 5

New Hires

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PRINT OR TYPE

Company: U.S. Development & Construction, Inc.

Address: 3345 Wilshire Blvd., #907

City, State, Zip: Los Angeles, CA 90010

Contact Person/Title: Dong Hyuk Yo, President

Telephone No.: (213) 388-7755

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 1+

Total # of full-time company employees worldwide: 5

Company: WONU U.S.A., Inc.

Address: 520 South Mateo Street

City, State, Zip: Los Angeles, CA 90013

Contact Person/Title: Young Jung Shin, President

Telephone No.: (213) 617-6830

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1+

Total # of full-time company employees worldwide: 5

Company: YPP / Unizip, Inc.

Address: 245 East Redondo Beach Blvd.

City, State, Zip: Gardena, CA 90248

Contact Person/Title: Dae Jin Kim, Owner

Telephone No.: (310) 323-0908

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 4

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

Contractor's Name: United Education and Computer College

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Reference No: 03-0171

Page 1 of 1

Retrainees

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PRINT OR TYPE

Company: Korean Airlines Co., LTD

Address: 6101 West Imperial Highway

City, State, Zip: Los Angeles, CA 90045

Contact Person/Title: Augustin H. Lee

Telephone No.: (310) 417-5272

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 50

Total # of full-time company employees worldwide: 13,000

Total # of full-time company employees in California: 280

Company:

Address:

City, State, Zip:

Contact Person/Title:

Telephone No.:

Collective Bargaining Agreement(s):

Estimated # of employees to be retrained or hired under this Agreement:

Total # of full-time company employees worldwide:

Company:

Address:

City, State, Zip:

Contact Person/Title:

Telephone No.:

Collective Bargaining Agreement(s):

Estimated # of employees to be retrained or hired under this Agreement:

Total # of full-time company employees worldwide:

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

Contractor's Name: United Education and Computer College

CCG No.: ET03-0260

Reference No: 03-0171

Page 1 of 17

Small business owners

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PRINT OR TYPE

Company: Ace Cooling & Heating Corp

Address: 2708 Foothill Blvd., #321

City, State, Zip: La Crescenta, Ca 91214

Contact Person/Title: Jason S. Sung, President

Telephone No.: (323)750-7456

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 1

Company: Amigos Meat Market

Address: 1053 West 23rd Street

City, State, Zip: Los Angeles, CA 90007

Contact Person/Title: Sun Sam Yang, Owner

Telephone No.: (213) 747-0828

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 2

Company: Audiio Depot

Address: 663 Indiana Hills Blvd.

City, State, Zip: Pomona, CA 91767

Contact Person/Title: Hak Yool Choi, Owner

Telephone No.: (909) 622-7777

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 3

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

Contractor's Name: United Education and Computer College

CCG No.: ET03-0260

Reference No: 03-0171

Page 2 of 17

Small business owners

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PRINT OR TYPE

Company: Café Metro

Address: 3438 Wilshire Blvd.

City, State, Zip: Los Angeles, CA 90010

Contact Person/Title: Hae M. (Frank) Hwang, Owner

Telephone No.: (213) 382-7099

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 2

Company: Celebrity's Burgers

Address: 11270 East Whittier Blvd.

City, State, Zip: Whittier, CA 90606

Contact Person/Title: Kee J. Kim, Owner

Telephone No.: (562) 699-8024

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 4

Company: Cessy & Cee Products, Inc.

Address: 315 East 8th Street, #1201

City, State, Zip: Los Angeles, CA 90014

Contact Person/Title: Jong K. Kim, President

Telephone No.: (213) 489-0911

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 2

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

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CCG No.: ET03-0260

Reference No: 03-0171

Page 3 of 17

Small business owners

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PRINT OR TYPE

Company: Classic Tire & Automotive

Address: 304 Giant Oak Avenue

City, State, Zip: Newbury Park, CA 91320

Contact Person/Title: Anna Kim, Owner

Telephone No.: (805) 498-4190

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 5

Company: Copy USA

Address: 3377 Wilshire Blvd., #102

City, State, Zip: Los Angeles, CA 90010

Contact Person/Title: Howard Kim, Owner

Telephone No.: (213) 384-8184

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 3

Company: Crenshaw Auto Repair

Address: 3699 Crenshaw Blvd.

City, State, Zip: Los Angeles, CA 90016

Contact Person/Title: Eung Park, Owner

Telephone No.: (#@#) 290-0034

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 9

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Reference No: 03-0171

Page 4 of 17

Small business owners

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PRINT OR TYPE

Company: E & Q Dental Lab

Address: 617 South Main Street

City, State, Zip: Santa Ana, CA 92701

Contact Person/Title: Chong Yoon Park, Owner

Telephone No.: (714) 953-0324

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 5

Company: Hae Woon Dae BBQ House

Address: 936 South Vermont Avenue

City, State, Zip: Los Angeles, CA 90006

Contact Person/Title: Ke Hoon Chung, Owner

Telephone No.: (213) 739-0985

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 6

Company: Fiesta Fashion

Address: 1100 Wouth Wall Street, #108

City, State, Zip: Los Angeles, CA 90015

Contact Person/Title: Myung Joon Kim, Owner

Telephone No.: (213) 748-5775

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 8

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Page 5 of 17

Small business owners

=====

PRINT OR TYPE

Company: Jins Cutting

Address: 1923 South Santa Fe Avenue

City, State, Zip: Los Angeles, CA 90021

Contact Person/Title: Chu Ye Lee

Telephone No.: (213)624-2340

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 2

Company: J & J America, Inc.

Address: 2849 East Pico Blvd.

City, State, Zip: Los Angeles, CA 90023

Contact Person/Title: Rina Lee, Owner

Telephone No.: (323) 265-1766

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 2

Company: JSK Sports Health Inc.

Address: 1300 West Olympic Blvd., #316

City, State, Zip: Los Angeles, CA 90015

Contact Person/Title: Dong Soo Kim

Telephone No.: (213) 382-8249

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 1

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CCG No.: ET03-0260

Reference No: 03-0171

Page 6 of 17

Small business owners

=====

PRINT OR TYPE

Company: K & J Distributor, Inc.

Address: 1517 Camino Centroloma

City, State, Zip: Fullerton, CA 92833

Contact Person/Title: Sun Ho Kim

Telephone No.: (714) 879-0878

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 1

Company: Keystone Furniture

Address: 1212 Albany Street

City, State, Zip: Los Angeles, CA 90015

Contact Person/Title: Nelson Lee, Owner

Telephone No.: (213) 742-0006

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 2

Company: Kim's Tofu

Address: 12245 Artesia Blvd.

City, State, Zip: Cerritos, CA 90703

Contact Person/Title: Shannon Yoo, Owner

Telephone No.: (562) 924-6099

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 4

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

Contractor's Name: United Education and Computer College

CCG No.: ET03-0260

Reference No: 03-0171

Page 7 of 17

Small business owners

=====

PRINT OR TYPE

Company: Kooyi-Chon

Address: 4032 West Olympic Blvd.

City, State, Zip: Los Angeles, CA 90019

Contact Person/Title: Hey J. Park, Owner

Telephone No.: (323) 634-9292

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 6

Company: Korean Chamber of Commerce

Address: 3440 Wilshire Blvd., #520

City, State, Zip: Los Angeles, CA 90010

Contact Person/Title: Brian Lee

Telephone No.: (213) 480-1115

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 3

Company: Kum Za Tap Corp.

Address: 401 East 11th Street

City, State, Zip: Los Angeles, CA 90010

Contact Person/Title: : Kyung Tai Kim, President

Telephone No.: (213) 748-4284

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 7

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

Contractor's Name: United Education and Computer College

CCG No.: ET03-0260

Reference No: 03-0171

Page 8 of 17

Small business owners

=====

PRINT OR TYPE

Company: Magic Wok

Address: 3313 North Verdugo Road

City, State, Zip: Glendale, CA 91208

Contact Person/Title: Kuo K. Sun, Owner

Telephone No.: (818) 957-1919

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 7

Company: Main Street Cafeteria

Address: 1630 North Main Street

City, State, Zip: Los Angeles, CA 90012

Contact Person/Title: Mira Choi

Telephone No.: (213) 367-7475

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 1

Company: Micks Sub Shop

Address: 5223 Lindley Avenue

City, State, Zip: Tarzana, CA 91356

Contact Person/Title: SOO Y. Cho, Owner

Telephone No.: (818) 345-8824

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 2

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

Contractor's Name: United Education and Computer College

CCG No.: ET03-0260

Reference No: 03-0171

Page 9 of 17

Small business owners
=====

PRINT OR TYPE

Company: Min USA, Inc.

Address: 11104 Rush Street, #5

City, State, Zip: El Monte, CA 91733

Contact Person/Title: Ha Sook Woo, Owner

Telephone No.: (626) 444-1741

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 5

Company: Monsushi & Grill

Address: 14543 Ventura Blvd.

City, State, Zip: Sherman Oaks, CA 91406

Contact Person/Title: Shun Ji Hur, Owner

Telephone No.: (818) 461-8444

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 8

Company: Music Plaza

Address: 928 South Western Avenue, #301

City, State, Zip: Los Angeles, CA 90006

Contact Person/Title: Hyon C. Choi, Owner

Telephone No.: (213) 385-4725

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 6

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

Contractor's Name: United Education and Computer College

CCG No.: ET03-0260

Reference No: 03-0171

Page 10 of 17

Small business owners

=====

PRINT OR TYPE

Company: Newman's Vacuum & Appliance

Address: 1422 Santa Monica Blvd.

City, State, Zip: Santa Monica, CA 90404

Contact Person/Title: Daeho Kim, Owner

Telephone No.: (310) 451-1736

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 2

Company: Nex Communication

Address: 9914 Garden Grove Blvd.

City, State, Zip: Garden Grove, CA 92844

Contact Person/Title: Ryung Ja Park, President

Telephone No.: (562) 916-7779

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 3

Company: Oasis Water Store

Address: 5222 West Sunset Blvd.

City, State, Zip: Los Angeles, CA 90027

Contact Person/Title: Yun Lee, Owner

Telephone No.: (323) 666-7776

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 8

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

Contractor's Name: United Education and Computer College

CCG No.: ET03-0260

Reference No: 03-0171

Page 11 of 17

Small business owners

=====

PRINT OR TYPE

Company: One Fashion

Address: 939 South Broadway, #800

City, State, Zip: Los Angeles, CA 90015

Contact Person/Title: Eduardo Lopez, Owner

Telephone No.: (213) 489-5453

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 9

Company: Perfect Dental Lab

Address: 3670 Wilshire Blvd., #325

City, State, Zip: Los Angeles, CA 90010

Contact Person/Title: Jin Hun Kong, Owner

Telephone No.: (213) 380-2804

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 1

Company: Pico Water

Address: 2348 West Pico Blvd.

City, State, Zip: Los Angeles, CA 90006

Contact Person/Title: Richard H. An, Owner

Telephone No.: (213) 380-7889

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 1

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

Contractor's Name: United Education and Computer College

CCG No.: ET03-0260

Reference No: 03-0171

Page 12 of 17

Small business owners

=====

PRINT OR TYPE

Company: PCS Direct

Address: 3670 Wilshire Blvd., #110

City, State, Zip: Los Angeles, CA 90010

Contact Person/Title: Yoon Jo Hong

Telephone No.: (213) 251-2525

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 2

Company: Premine, Inc.

Address: 1100 South San Pedro Street, #E-2

City, State, Zip: Los Angeles, CA 90015

Contact Person/Title: Yong Kim, Owner

Telephone No.: (213) 748-7744

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 6

Company: Professional Mortgage Corp.

Address: 17800 Castleton Street, #488

City, State, Zip: City of Industry, CA 91748

Contact Person/Title: Young Chang

Telephone No.: (626) 964-4040

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 8

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

Contractor's Name: United Education and Computer College

CCG No.: ET03-0260

Reference No: 03-0171

Page 13 of 17

Small business owners

=====

PRINT OR TYPE

Company: Pyrotech Contents

Address: 7250 Bandini Blvd., #205

City, State, Zip: Los Angeles, CA 90040

Contact Person/Title: Jong H. Choi

Telephone No.: (323) 727-7870

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 1

Company: SAI Beverly Hills

Address: 340 North Camden Street

City, State, Zip: Beverly Hills, CA 90210

Contact Person/Title: Jennifer Ko, President

Telephone No.: (310) 247-1829

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 9

Company: Seeday Hearing Aid, Inc.

Address: 1058 South Vermont Avenue

City, State, Zip: Los Angeles, CA 90006

Contact Person/Title: Jeanne Ma

Telephone No.: (213) 368-6300

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 3

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

Contractor's Name: United Education and Computer College

CCG No.: ET03-0260

Reference No: 03-0171

Page 14 of 17

Small business owners

=====

PRINT OR TYPE

Company: S. Hong Building

Address: 532 Colorado Avenue, #204

City, State, Zip: Santa Monica, CA 90401

Contact Person/Title: Sam Hong

Telephone No.: (310) 451-5718

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 1

Company: Simon's Lawnmower

Address: 12117 Vanowen Street

City, State, Zip: North Hollywood, CA 91605

Contact Person/Title: Sharon Choi, Owner

Telephone No.: (818) 982-6188

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 1

Company: Songil America Corp/Skyline Automotive

Address: 18564 South Western Avenue

City, State, Zip: Gardena, CA 90248

Contact Person/Title: Brian Kim, Owner

Telephone No.: (310) 217-1100

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 2

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

Contractor's Name: United Education and Computer College

CCG No.: ET03-0260

Reference No: 03-0171

Page 15 of 17

Small business owners

=====

PRINT OR TYPE

Company: Sunny Brite Cleaner

Address: 3756 West Avenue 40, #J

City, State, Zip: Los Angeles, CA 90065

Contact Person/Title: Young Kim, Owner

Telephone No.: (323) 258-9222

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 8

Company: Sun Princess Skin Care/Sun Princess Cosmetics, Inc.

Address: 2221 West Olympic Blvd.

City, State, Zip: Los Angeles, CA 90006

Contact Person/Title: Lola Lisa Park

Telephone No.: (213) 381-7577

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 5

Company: Tigerstone

Address: 24422 South Main Street, #502

City, State, Zip: Carson, CA 90745

Contact Person/Title: Pearl Kwak

Telephone No.: (310) 830-7463

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 1

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

Contractor's Name: United Education and Computer College

CCG No.: ET03-0260

Reference No: 03-0171

Page 16 of 17

Small business owners

=====

PRINT OR TYPE

Company: Tina's Beauty Supply & Salon

Address: 1322 East Alondra Blvd.

City, State, Zip: Compton, CA 90221

Contact Person/Title: Myung Soon Kim, Owner

Telephone No.: (213) 382-8249

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 1

Company: Tower Construction/Cal-City Construction

Address: 2828 James Wood Blvd.

City, State, Zip: Los Angeles, CA 90006

Contact Person/Title: Norman Ko

Telephone No.: (213) 379-1045

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 2

Company: Travel Landing USA

Address: 3670 Wilshire Blvd., #103

City, State, Zip: Los Angeles, CA 90010

Contact Person/Title: James Wang, President

Telephone No.: (213) 637-2662

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 4

**Participating Employers in Retrainee/New Hire
Multiple Employer Contracts**

Contractor's Name: United Education and Computer College

CCG No.: ET03-0260

Reference No: 03-0171

Page 17 of 17

Small business owners

=====

PRINT OR TYPE

Company: U.S. Development & Construction, Inc.

Address: 3345 Wilshire Blvd., #907

City, State, Zip: Los Angeles, CA 9Los Angeles, CA 90010

Contact Person/Title: Dong Hyuk Yo, President

Telephone No.: (213) 388-7755

Collective Bargaining Agreement(s): NA

Estimated #of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 5

Company: Way Printing

Address: 3416 Emery Street

City, State, Zip: Los AngelesLos Angeles, CA 90010, CA 90007

Contact Person/Title: Sang Hyun Cho, Owner

Telephone No.: (323) 261-6031

Collective Bargaining Agreement(s): NA

Estimated # of employees to be retrained or hired under this Agreement: 1

Total # of full-time company employees worldwide: 3

Company:

Address:

City, State, Zip:

Contact Person/Title:

Telephone No.:

Collective Bargaining Agreement(s):

Estimated # of employees to be retrained or hired under this Agreement:

Total # of full-time company employees worldwide: